Cisco Aironet 350 Series Client Adapter Quick Look

Cisco Aironet 350 Series Family of Products

The Cisco Aironet 350 Series of wireless LAN (WLAN) products leads the industry in performance, security, and reliability. Cisco Aironet products offer a complete line of in-building and building-to-building wireless LAN solutions. The line includes access points, network interface cards/client adapters, bridges, antennas and accessories. Designed for enterprise-class WLANs, multi-dwelling unit applications, and wireless Internet access in public areas such as airports and hotels, the Cisco Aironet 350 Series is the first and only line of products to deliver a wireless LAN solution that offers scalable, centralized security, inline power to simplify installation and reduce total cost of ownership, and with 100-mW transmit power, industry-leading performance and range. All Cisco Aironet 350 Series client adapters and access points are IEEE 802.11b compliant* and Wi-Fi certified, guarantying interoperability with other compliant products. *This includes the Wireless Bridge product when configured as an access point

Cisco Internal Use Only
All contents are Copyright © 1992–2001 Cisco Systems, Inc. All rights reserved. Important Notices and Privacy Statement.

Cisco Aironet 350 Series Client Adapters

Cisco Aironet 350 Series Client Adapters are the key to adding mobility and flexibility to an enterprise—increasing productivity by enabling users to have network and Internet access anywhere within a building without the limitation of wires. Wireless client adapters connect a variety of devices to a wireless network either in ad hoc peer-to-peer mode or in infrastructure mode with APs. Available in PC Card (PCMCIA) and Peripheral Component Interconnect (PCI) form factors, Cisco Aironet 350 Series Client Adapters quickly connect desktop and mobile computing devices wirelessly to all network resources. With this product, you can instantly add new employees to the network, support temporary workgroups, or enable Internet access in conference rooms or other meeting spaces. 350 Series client adapter features include:

- Support for centralized user management and key management utilizing the strongest WLAN security solution available today
- Award winning, Industry-leading WLAN radio performance and range
- World mode for international roaming
- Full-featured utilities for easy configuration and management
- Wi-Fi certified and IEEE 802.11b compliant
- Support for all popular operating systems, including Microsoft Windows, Windows CE, Mac OS, and Linux

Cisco Internal Use Only
All contents are Copyright © 1992–2001 Cisco Systems , Inc. All rights reserved. Important Notices and Privacy Statement.

Key Benefits

- Cisco Aironet client adapters feature up to 128-bit IEEE 802.11-compliant wired equivalent privacy (WEP) packet encryption in hardware to deliver enterprise-level security without any burden on the host processor or reduction in performance. Centralized key administration services providing enterprise-level security.
- Unique roaming & load balancing features enable client adapters to intelligently select which access points to associate with providing maximize bandwidth to client devices.
- IEEE 802.11b-compliant direct sequence spread spectrum technology allows for an Ethernet-like data rate of 11 Mbps, providing the performance and the interoperability needed for mainstream business.
- A rugged radio design backed by a lifetime limited warranty operates in extreme environments (0-50° C), helping to ensure accessibility to the wired LAN (WLAN) any time, anywhere.
- Automatic data-rate selection extends range at the fringes of cell coverage by switching to a lower data rate.
- World Mode allowing automatic channel and power selection enabling automatic, worry free operation around the world

When To Sell

When an enterprise customer needs:

- Computing that is truly mobile—Constant access to local servers and the Internet from anywhere within a facility (including offices, conference rooms, cafeterias, and common areas) greatly improves user productivity and is an ideal overlay to an existing wired LAN
- To connect a temporary workgroup or provide a network infrastructure for a temporary facility—Wireless LANs (WLANs) can be quickly deployed and redeployed while still providing business-class performance and connectivity to the WLAN

When a small to medium-sized business customer needs:

- A flexible LAN solution that minimizes the need for a cable infrastructure, is easy to deploy, and is capable of being moved as growing organizations change facilities
- A LAN, but not the time, trouble, and expense of installing a wired infrastructure—In smaller applications or where cabling is impractical or impossible, a WLAN can completely take the place of a traditional wired network

Cisco Internal Use Only
All contents are Copyright © 1992–2001 Cisco Systems , Inc. All rights reserved. Important Notices and Privacy Statement.

When any customer needs:

- High-quality client adapters to interface with an existing 802.11b WLAN—Cisco Aironet 350 Series client adapters strictly adhere to IEEE standards and integrate seamlessly into compliant WLANs

Competitive Advantages

Enterprise-class security model

Provides a centralized architecture for wireless user administration and network security providing the highest level of security and manageability for wireless networks.

Industry-leading range and throughput

- 802.11b-compliant direct sequence spread spectrum technology allows for an Ethernet-like data rate of 11 Mbps, providing the performance and the interoperability needed for business applications.
- Unique roaming features enable a client adapter to select the access point that will offer maximum bandwidth.
- Adjustable output power up to 100 mW and improved radio receive sensitivity ensure the optimal range in any environment.

Usability

World mode enables seamless transition between countries without changing any settings on the client.

Competitive Products

3Com AirConnect

Licensed from barcode scanner manufacturer Symbol Technologies, the current AirConnect product line is in its second generation. The AirConnect Access Point, PC and PCI cards, and Ethernet client are based on the Intersil Prism II chipset, with radio performance well below the Cisco 350 Series by a factor if 15 to 25 percent. Range is also limited in part by a less sensitive receiver on the radio, and lack of antenna options. On the services side, few standards based network services are offered, making this a point product for small deployments. For more competitive information, see:

http://wwwin.cisco.com/comlob/eag/aironet/comp_analyses/cisco_vs_3com.shtml

Cisco Internal Use Only
All contents are Copyright © 1992–2001 Cisco Systems, Inc. All rights reserved. Important Notices and Privacy Statement.

Symbol Technologies Spectrum 24

The Spectrum 24 HR adapter from Symbol Technologies provides a general purpose WLAN based strictly on a reference design from Intersil. The Symbol products provide software based 128-bit WEP encryption, poor radio sensitivity, coupled with poor range and throughput numbers. These products are significantly slower than the Cisco Aironet 350 Series Client Adapters placing Symbol in at a competitive disadvantage in enterprise accounts where maximum wireless throughput is a requirement. For more competitive information, see:

http://wwwin.cisco.com/comlob/eag/aironet/comp_analyses/cisco_vs_symbol.shtml

Agere Systems Orinoco

Inferior radio design compromises range and reliability in office environments with multipath interference (metal desks, furniture, pylons, or other metal in the area). Lucent PC Card adapters have bulky antennas and a case that is far less rigid and robust. Tested throughput is 3-4% slower than the Cisco 350 Series. Lucent's encryption method causes a further throughput degradation of 20% when WEP is enabled.* For more competitive information, see:

http://wwwin.cisco.com/comlob/eag/aironet/tm_download/comp_lucorinco.pdf

Enterasys

Enterasys client adapters are OEM'd from Lucent, showing the same limitations with the added supportability issues found with OEM products. For more competitive information, see:

http://wwwin.cisco.com/comlob/eag/aironet/tm_download/comp_cabletronap2000.pdf

Compaq

Compaq's client adapters are OEM'd from Samsung, a vendor using the Intersil reference design. WEP is software-based, degrading performance and the range/reliability are inferior. Tested throughput is 23% slower than the Cisco 350 Series. *

Intel Pro/Wireless 2011

Also an OEM product from Symbol. For more competitive information, see:

http://wwwin.cisco.com/comlob/eag/aironet/tm_download/comp_intelpro.pdf

Cisco Internal Use Only
All contents are Copyright © 1992–2001 Cisco Systems , Inc. All rights reserved. Important Notices and Privacy Statement.

Proxim

Proxim's Harmony line of 802.11b-based radios is the first generation design for Proxim. These radios provide average range and throughput without 128-bit WEP encryption. Generally, this product is positioned at the enterprise but falls short in regard to scalability, performance, and features.

http://wwwin.cisco.com/comlob/eag/aironet/comp_analyses/cisco_vs_proxim.shtml

* Throughput results were obtained from independent testing performed by PC Magazine

Ordering Information

Each Cisco Aironet 350 Series Client Adapter provides:

- Wi-Fi Certified, 802.11b compliance and data rates of up to 11 Mbps
- Support for 128-bit WEP encryption

PC Card and PCI Options:

- AIR-PCM352: PC Card adapter
- AIR-PCM352/40: PC Card adapter 40 pack
- AIR-PCI352: PCI adapter
- AIR-PCI352/10: PCI adapter 10 pack

Cisco Internal Use Only
All contents are Copyright © 1992–2001 Cisco Systems , Inc. All rights reserved. Important Notices and Privacy Statement.

Corporate Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-4000
800 553-NETS (6387)
Fax: 408 526-4100

European Headquarters
Cisco Systems Europe
11 Rue Camille Desmoulins
92782 Issy-Les-Moulineaux
Cedex 9
France
www-europe.cisco.com
Tel: 33 1 58 04 60 00
Fax: 33 1 58 04 61 00

Americas Headquarters
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-7660
Fax: 408 527-0883

Asia Pacific Headquarters
Cisco Systems Australia, Pty., Ltd
Level 9, 80 Pacific Highway
P.O. Box 469
North Sydney
NSW 2060 Australia
www.cisco.com
Tel: +61 2 8448 7100
Fax: +61 2 9957 4350

Cisco Systems has more than 200 offices in the following countries and regions. Addresses, phone numbers, and fax numbers are listed on the

Cisco Web site at www.cisco.com/go/offices.

Argentina • Australia • Austria • Belgium • Brazil • Bulgaria • Canada • Chile • China PRC • Colombia • Costa Rica Croatia • Czech Republic • Denmark • Dubai, UAE • Finland • France • Germany • Greece • Hong Kong SAR • Hungary • India • Indonesia • Ireland • Israel • Italy • Japan • Korea • Luxembourg Malaysia • Mexico • The Netherlands • New Zealand • Norway • Peru • Philippines • Poland • Portugal • Puerto Rico • Romania • Russia • Saudi Arabia • Scotland • Singapore • Slovakia • Slovenia • South Africa • Spain • Sweden • Switzerland • Taiwan • Thailand Turkey • Ukraine • United Kingdom • United States • Venezuela Vietnam • Zimbabwe

Copyright © 2001, Cisco Systems, Inc. All rights reserved. AccessPath, AtmDirector, Browse with Me, CCDA, CCDE, CCDP, CCIE, CCNA, CCNP, CCSI, CD-PAC, *CiscoLink*, the Cisco Net*Works* logo, the Cisco *Powered* Network logo, Cisco Systems Networking Academy, the Cisco Systems Networking Academy logo, Fast Step, Follow Me Browsing, FormShare, FrameShare, GigaStack, IGX, Internet Quotient, IP/VC, iQ Breakthrough, iQ Expertise, iQ FastTrack, the iQ logo, iQ Net Readiness Scorecard, MGX, the Networkers logo, *Packet*, RateMUX, ScriptBuilder, ScriptShare, SlideCast, SMARTnet, TransPath, Unity, Voice LAN, Wavelength Router, and WebViewer are trademarks of Cisco Systems, Inc.; Changing the Way We Work, Live, Play, and Learn, Discover All That's Possible, and Empowering the Internet Generation are service marks of Cisco Systems, Inc.; and Aironet, ASIST, BPX, Catalyst, Cisco, the Cisco Certified Internetwork Expert Logo, Cisco IOS, the Cisco IOS logo, Cisco Systems, Cisco Systems Capital, the Cisco Systems logo, Enterprise/Solver, EtherChannel, EtherSwitch, FastHub, FastSwitch, IOS, IP/TV, LightStream, MICA, Network Registrar, PIX, Post-Routing, Pre-Routing, Registrar, StrataView Plus, Stratm, SwitchProbe, TeleRouter, and VCO are registered trademarks of Cisco Systems, Inc. and/or its affiliates in the U.S. and certain other countries.

All other brands, names, or trademarks mentioned in this document or Web site are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (0104R)